

MED FIT REHAB/FITNESS PRODUCTS

The following products are the most applicable from our vast offerings. Although you have access to dozens of other models, your best bet is to focus on these. Full product features and specifications can be found in our literature, web site and CD ROM catalogue.

12-07

Uprights:



Nautilus U 916 Upright

\$2899

- *self generating or line driven clinical more
- *ROC remote operation control in handle bars
- *contact and telemetric heart rate controls
- *backlit LCD monitor with METs, watts, self diagnostics, clinical mode, 7 language options, constant power and constant torque modes
- *three year institutional parts, two year labor warranty- 400 pound patient capacity-**EXTENDED WARRANTY AVAILABLE**
- *optional 15" integrated video screen
- *"C-safe" allows interface with FitLynx, Cardio theater, Fitness Advisor, etc
- * UL and CSA electrical approvals
- *Ships fully assembled from Tulsa, OK - 125 pounds, 60.5" x 23.5" x 58"



Nautilus NB3000

\$1699

- *contact and telemetric heart rate monitoring and control
- *six preset, two custom heart rate and fitness test programs
- *two stage, self generating resistance powers monitor with only 12 watts
- *sixteen by twenty four dot matrix course profile display
- **"Constant Power" and "Constant Torque" modes
- *reading rack and bottle holder
- *full complement of exercise information including watts and METs
- *light institutional warranty- 350 pound patient capacity



LAMAR L 6400

\$1699

- *self generating, 40-500 watts power
- *10 preset, 4 HR, 2 custom, manual, and time trial programs
- *backlit LCD monitor with speed, time, RPM, distance. watts, calories, HR
- *touch and telemetric HR monitoring and control
- *fat % and BMI calculations
- *light institutional warranty- 350 POUND PATIENT CAPACITY
- *40)L 22)W 50)H, 100 pounds

LAMAR L6200 \$1399

- *line driven , no minimum wattage requirement
- *6 preset, 1 HR, manual, 3 time trial programs
- *backlit LCD with speed, time, RPM, distance, watts, calories, HR
- *touch and telemetric HR monitoring and control
- *fat % and BMI calculations
- *light institutional warranty- 300 POUND PATIENT CAPACITY
- *40”L 22”W 50”H, 100 pounds-



Schwinn 131 \$549

- *least expensive light commercial warranted bike
- *backlit LCD monitor
- *16 resistance levels
- *no minimum wattage setting
- *contact HR monitoring
- *time, interval, RPM, watts, distance, pulse, speed, calories, resistance readings
- *300 pound patient capacity
- *built in fan, reading rack, transport wheels
- *BMI measurement
- *horizontal and vertical seat adjustment
- *1 yr parts, 6 month labor warranty

Recumbents



Nautilus R 916 recumbent bike \$3199

- *self generating or line driven clinical mode
- *step through design
- * seat back with built in lumbar support
- *contact and telemetric heart rate controls
- *ROC remote operation control from hand grips
- *optional 15" integrated video screen
- *backlit LCD monitor with METs, watts, self diagnostics, clinical mode,7 language options
- *transport wheels and leveling glides *UL and CSA approvals
- *three year institutional parts, two year labor warranty-
- * 400 pound patient capacity- EXTENDED WARRANTY AVAILABLE

*"C-safe" compatible allows interface with FitLynx,, Fitness Advisor, etc
*Ships fully assembled from Tulsa, OK- 157 pounds, 59" x 23.5" x 47"



\$2099

LAMAR L 7450 Step Through Recumbent

- *step through design
- *self generating power from 40-500 watts
- *hi resolution blue backlit LCD monitor
- *arm rests with toggle controls of resistance and quick start
- *telescoping arm rests
- *touch and telemetric HR monitoring and control
- *speed, time, RPM, distance watts, calories, HR
- *fat% and BMI calculations
- *350 POUND PATIENT CAPACITY**
- *light institutional warranty
- *65'L 24"W 47"H 200 pounds



\$1999

Nautilus NR3000

- *two stage, self generating resistance powers monitor with only 12 watts
- *contact and telemetric heart rate monitoring and control
- *six preset, two custom, heart rate and fitness test programs
- *sixteen by twenty four dot matrix course profile display
- *reading rack and bottle holder, transport wheels and leveling glides
- *fingertip computer controls built into handles
- **"Constant Power" and "Constant Torque" modes
- *full complement of exercise information including watts
- *light institutional warranty
- 350 pound patient capacity



\$1799

LAMAR L 7350 Step through recumbent

- *step through design
- *self generating power starts at under 25 RPM
- *hi resolution blue backlit LCD monitor
- *touch and telemetric HR monitoring and control
- *speed, time, RPM, distance watts, calories, HR
- *fat% and BMI calculations
- *350 POUND PATIENT CAPACITY**
- *light institutional warranty
- *65'L 24"W 47"H 200 pounds



\$649

Schwinn 231 Recumbent

- *least expensive light commercial warranted bike
- *step through frame design
- *backlit LCD monitor
- *16 resistance levels
- *no minimum wattage setting
- *contact HR monitoring
- *time, interval, RPM, watts, distance, pulse, speed, calories, resistance readings
- *300 pound patient capacity
- *built in fan, reading rack, transport wheels
- *BMI measurement
- *dual position bio fit lumbar support
- *1 yr part, 6 month labor warranty

Treadmills:



\$7599

Nautilus T9/16 Commercial Treadmill

- *4.8 HP AC Hyperdrive, 600 pound patient capacity
- *22" x 63" running surface
- *.5-12 mph, 0-15% elevation
- *programmable emergency stop lanyard
- *no maintenance, triple flex patented shock absorbing deck
- *"ergo bar" control pod for quick elevation and speed changes
- *telemetric and contact heart rate monitoring
- *backlit LCD monitor with usage statistics, message center, and seven language capability, fourteen programs, manual, METs and watts
- *extended rails standard- optional medical rail system
- *three year, in house, full institutional parts, two year labor warranty-
- *UL, CSA, certified- C.S.A.F.E. compatible



Nautilus T9/14 Commercial Treadmill	\$6399
*4.8 HP AC Hyperdrive, 600 pound patient capacity	
*.5-12 mph, 0-15% elevation	
*22" x 60" running surface	
*programmable emergency stop lanyard	
*no maintenance, triple flex patented shock absorbing deck	
*“ergo bar” control pod for quick elevation and speed changes	
*telemetric and contact heart rate monitoring	
*backlit LCD monitor with usage statistics, message center, and seven language capability, nine programs, manual, METs and watts	
*extended rails standard- optional medical rail system	
*three year, in house, full institutional parts, two year labor warranty-	
*UL, CSA, certified- C.S.A.F.E. compatible	



Nautilus T 9/12Treadmill	\$4899
* 22" x 57" running surface	
*three horse power dc Lesson internal cooled motor	
*React shock absorbing deck and “Supersoft” belt	
*four hundred pound patient capacity	
. *5-12 mph, 0-15% elevation	
*telemetric HR monitoring and control	
* ROC remote keypod for speed and elevation controls	
*LED display stores custom programs, features presets	
*twelve preset and three custom programs	
* UL and CSA approvals	
*Three year parts, two year light institutional labor warranty	



Nautilus T 7/16 Treadmill	\$4199
* 22" x 57" running surface	
*three horse power dc Lesson internal cooled motor with Hyperdrive™	
*React shock absorbing deck and 2 ply belt	
*four hundred pound patient capacity	
. *5-12 mph, 0-15% elevation	
*contact and telemetric HR monitoring and control	
* ROC remote keypod for speed and elevation controls	
*LED display stores custom programs, features presets	
*nine pre set and three custom programs	
* UL and CSA approvals	
*one year parts and labor light institutional warranty	

NEW Nautilus 5 Series Mills!

- *same frame design as the 7 and 9 series commercial mills
- *20 inch wide beds
- *optional backlit LCD monitors
- *5/16 and 5/18 utilize patented Quinton “Hyperdrive” system
- *low step up height and start speed
- ^emergency stop lanyard



Treadmills



Nautilus® Sport Series
T518 Treadmill
Price: \$3199 - \$3599

Nautilus® Sport Series
T516 Treadmill
Price: \$2,799 - \$3,199

Nautilus® Sport Series
T514 Treadmill
Price: \$2499 - \$2,899

Performance Features

Incline Range

0-15%

0-15%

0-15%

Speed Range

0.5-12 mph (0.8-19.3 kph)

0.5-12 mph (0.8-19.3 kph)

0.5-12 mph (0.8-19.3 kph)

Drive Motor

Hyperdrive® DC 3.0 HP
(internal fan), continuous
duty

Hyperdrive® DC 3.0 HP
(internal fan), continuous
duty

2.7 HP, continuous duty

Deck Suspension

REACT® technology

REACT® technology

REACT® technology

SuperSoft® belt	SuperSoft® belt	2-ply premium belt
Running Surface		
20" x 60" (51cm x 152 cm)	20' x 57" (51cm x 145cm)	20' x 57" (51cm x 145cm)
Frame		
Welded steel main frame	Welded steel main frame	Welded steel main frame
ROC™ System		
Yes	No	No
Rollers		
Machine crowned 2.5" (6.4 cm)	Machine crowned 2.5" (6.4 cm)	Machine crowned 2.5" (6.4 cm)
Stability Bar		
Yes	Yes	Yes
Computer Features		
Dimensions		
50"H x 86"L x 30"W (127cm H x 218cm L x 76cm W)	50"H x 83"L x 30"W (127cm H x 211cm L x 76cm W)	50"H x 83"L x 30"W (127cm H x 211cm L x 76cm W)
Maximum User Weight		
375 lb. (170 kg)	375 lb. (170 kg)	350 lb. (159 kg)
Color		
Frame: Nautilus® Silver	Frame: Nautilus® Silver	Frame: Nautilus® Silver
Warranty		
Light Commercial (4-6 hours/day) 2 years parts, one year labor		



LAMAR L 1400 Treadmill

***.5 to 12 MPH**

***20" x 60" orthopedic shock absorbing belt**

***0-15% electric incline**

***3 HP drive system with 400 pound patient capacity**

***backlit LCD monitor with speed, time, distance, HR, calories, incline, pulse**

***standard extended rail system**

***front and rear plug outlets**

***light institutional warranty**

***78" L 31" W 57" H 300 pounds**

\$2499

MED-FIT COMMERCIAL/LIGHT COMMERCIAL TREADMILL COMPARISON

	Nautilus	Nautilus	Nautilus	Nautilus	Lamar
Model	T9/16	T9/14	T9/12	T7/14	L1400
Dimensions	35.5" x 89"	35.5" x 86"	35.5" x 83"	34" x 86"	31" x 78"
Product weight	400 lbs	390 lbs	380 lbs	375 lbs	300 lbs
Motor power	4.8 HP AC with Hyperdrive	4.8 HP AC with Hyperdrive	3 HP DC with cooling fan	2.7 HP DC	3.0 HP DC
Belt size	22" x 63"	22" x 60"	22" x 57"	22" x 57"	20" x 60"
Roller dia.	3"	3"	3"	3"	2.5"
Speed range	0.5-12 mph	0.5-12 mph	0.5-12 mph	0.5-11 mph	0.5-12 mph
Incline range	0-15%	0-15%	0-15%	0-12%	0-15%
Deck suspension	REACT Technology	REACT Technology	REACT Technology	REACT Technology	Elastomer
Deck construction	1" phenolic, hardboard	1" phenolic, hardboard	1" phenolic, hardboard	1" phenolic, hardboard	1" phenolic, hardboard
Belt	4-ply Supersoft; pre-lubricated	4-ply Supersoft; prelubricated	4-ply Supersoft; prelubricated	2-ply premium belt	Orthopedic belt
Display	C52 backlit LCD console	C51 backlit LCD console	LED Amber console	0.56" Amber LED	LCD console
Programs	14 programs; 4HR control	9 programs; 2HR control	12 programs; 3HR control	6 preset;2 user; 2HR control	5 preset;2 user; 2HR control
HR display	Contact and telemetric	Contact and telemetric	Contact and telemetric	Telemetric	Contact / telemetric
HR control	YES	YES	YES	YES	YES
Step up height	7.5"	7.5"	7.5"	7.5"	7.5"
ROC-Remote Keypad Control	YES-speed and elevation	YES-speed and elevation	YES-speed and elevation	NO	YES-speed and elevation
Weight limit	600 lbs.	600 lbs.	400 lbs.	350 lbs.	400 lbs.
Warranty	15y frame;3y parts;1y wear items;2y inhouse labor;15y motor	15y frame;3y parts;1y wear items;2y inhouse labor;15y motor	15y frame;3y parts;1y wear items;2y inhouse labor	15y frame;3y parts;1y wear items;1y inhouse labor;6h per day	15y frame;1y parts & electronics ;6mo labor
Electrical Specs	20A NEMA plug, dedicated circuit	20A NEMA plug, dedicated circuit	110V, 60Hz	110V, 60 Hz	110V, 60 Hz
Retail price \$	7599	6399	4899	3799	2499

STAIRCLIMBERS



StairMaster 4600 CL

\$3699

- *patented independent pedal geometry from 1" to 14" steps
- *climbing speed from 26-174 steps per minute- 3.4-17 METs
- *both side support rails and horizontal support rails
- *backlit LCD monitor features METs and watts
- *contact and telemetric heart rate monitoring and control
- *cushioned, high density rubber pedal pads
- *"C-safe" compatible allows interface with FitLynx, Cardio theater, Fitness Advisor, etc
- *self generating or line driven
- *three year parts- two year labor warranty- EXTENDED WARRANTY AVAILABLE
- *UL and CSA approvals
- *44" x 32" x 69" 155 pounds- ships fully assembled



StairMaster 4200PT

\$2699

- *same stride length and pedal mechanism as 4600
- *older style "oil bath" chain lubrication system
- *LED monitor provides no METs or watts feedback
- *telemetric heart rate monitoring*optional side rails (\$300)
- *standard 110 volt, 15 amp outlet required
- *three year parts, two year labor warranty- EXTENDED WARRANTY AVAILABLE
- * UL and CSA approvals
- *44" x 22" x 70" 126 pounds- ships fully assembled

StairMaster 4100PT

\$1999

- *Residential warranty model with 250 pound patient capacity

Elliptical:



Nautilus EV 916/E916

\$6499/6199

- *EV 916 features patented “My Stride” accommodating stride length from 14-30”.
- *line driven or self generating full institutional elliptical trainers
- *patented articulating foot pedal provides natural foot movement
- *integrated cushioned foot pads increase patient comfort
- *integrated, dual position contact and built in telemetric heart rate controls
- *in handle elliptical control key pods
- *400 pound patient capacity
- *backlit lcd monitor speaks seven languages, has self diagnostic software
- *nine pre-set programs
- *three year parts, two year labor in house warranty-



Nautilus EV 7.18/7.16

\$3799/\$3299

- *EV models feature patented “My Stride” accommodating stride length from 0-30”.
- *full medical rail system
- *can be used as quadrilateral or lower body only exercise
- *zero stride mode allows traditional stepper movement
- *forward and reverse operation
- *patented articulating foot pedal provides natural foot movement
- *integrated, dual position contact and built in telemetric heart rate controls
- *in handle elliptical control key pods
- *350 pound patient capacity
- *backlit lcd monitor speaks four languages, has self diagnostic software
- *thirteen pre-set programs, two custom
- *two year parts, one year labor light institutional warranty
- **E 7.16 has LED display, no contact HR monitoring, no custom programming, -



Nautilus NE 3000

\$2699

- *self generating electromagnetic resistance
- *seventeen and one quarter inch stride length
- *twenty four by sixteen high definition dot matrix display
- *stainless steel access panels simplify adjustments and repair
- *touch and telemetric heart rate control
- *six preset, two custom , heart rate control and fitness test
- *finger tip speed/resistance controls*time, segment time, average speed, RPM, distance, calories, heart rate, level, watts and METs
- *350 pound weight limit- light institutional (rehab) warranty

LAMAR HIKER XT 4800/4600**\$2999/\$2699*****true cross trainer- glider, elliptical-climber modes*****low step up height and rear entry facilitate use*****heart rate both contact and telemetric*****compact footprint*****blue backlit LCD monitor*****speed, elevation, watts, time, distance, pulse, rpm, HR, level*****11 programs (manual, rolling hills, peak, plateau, mountain climb, hill intervals, fat burn HRC, cardio HRC, Custom 1 and 2*****59”L x 25”W 65”H, 340 lbs.*****4600 model is lower body only****MED-FIT ELLIPTICALS****Nautilus- LIGHT and full COMMERCIAL**

	Nautilus	Nautilus	Nautilus	Nautilus	Nautilus
Model	EV916	E916	EV7.18	EV7.16	NE3000
Dimensions	20” x 94”	20” x 94”	34.5” x 79”	34.5” x 79”	25’ x 75”
Product weight	350 lbs	325 lbs	320 lbs	320 lbs	187 lbs
Drive train			Poly-V belt drive	Poly-V belt drive	Poly-V belt drive
Stride length	14” - 30”, infinitely adjustable	18” fixed	0”-32”, infinitely adjustable	0”-32”, infinitely adjustable	16” fixed
“0” Stride mode (stepper)	NO	NO	YES	YES	NO
Resistance system	Electromagnetic V-Force Plus	Electromagnetic V-Force Plus	Electromagnetic V-Force Plus	Electromagnetic V-Force Plus	Electromagnetic V-Force Plus
Display	C51 backlit LCD console	C51 backlit LCD console	High resolution LCD	LED	LED and 24x16 high definition dot matrix
Key pad	Touch sensitive	Touch sensitive	Touch sensitive	Membrane switch	Touch sensitive
Programs	9 programs	9 programs	8 programs; 2 custom; 2HR	8 programs; 2HR control	6 preset; 2 user; 2HR + fitness test
My Stride programs	NO	NO	3	3	NO
HR display	Contact and telemetric	Contact and telemetric	Contact and telemetric	Telemetric	Contact and telemetric
HR control	YES	YES	YES	YES	YES
Forward/reverse	YES	YES	YES	YES	YES
Lower body exercise only	YES	YES	YES	YES	YES
Fingertip Controls	YES - ROC	YES - ROC	YES	NO	YES
Weight limit	400 lbs.	400 lbs.	350 lbs.	350 lbs.	350 lbs
Power requirements	Cordless	Cordless	110 V	110 V	Cordless
Warranty	15y frame; 3y	15y frame; 3y	15y frame; 1y	15y frame; 2y	LI warranty

	parts; 2y in-house labor	parts; 2y in-house labor	parts; 1y labor; light institutional	parts; 1y labor; light institutional	2 yr parts, 1 yr labor
Retail price	6,499	6,199	3,799	3,299	2,699



Treadclimber™

\$2499

*provides gentle to aggressive cardio-vascular challenge with little impact.

*patented Treadles allow plantar and dorsa-flexion of the ankles with each step, vs. incline treadmill exercise, which requires constant dorsa-flexion and lengthening of the Achilles tendon, a forward bending posture, and fatigue of the frontal calf musculature.

*independent Treadles facilitate symmetrical gait pattern, and can be used to identify deficits between involved and unininvolved limbs.

*versatile Treadclimber costs less than light institutional treadmills or elliptical trainers, yet offers much more clinical utility.

Bowflex Treadclimber 5000

Product Specs ▾		
Performance Features	Speed Range	0.7 - 4.0 mph/1.1 - 6.4 kph
	Resistance Range	0 - 12
Programming Options	Electronic Functions	8 Functions: Speed, Distance, Total Steps, Time, Calories per Minute, Total Calories, Climb Indicator and Heart Rate.
	Wireless Heart Rate Monitor	Integrated display shows heart rate at a glance - for optimal fat burning. Includes wireless chest strap monitor.
Computer Features	Calories Burned Indicator	Shows calories per minute and total calories burned.
	Quick Start Feature	Get an immediate start to your workout. TC5000 remembers your last weight and resistance settings.
	Climb Indicator	Visually tracks your elevation gain in feet.
	Ergonomic Console	Provides easy accessibility to water bottles, magazines, etc.
Details and Warranty	Warranty	Motor - 5 Years; Parts - 3 Years; Electronics - 3 Years; Hydraulics - 2 Years
	Machine Mat	Not Included
	Dimensions	46"L x 30"W x 55.25"H/117 L x 76 W x 140 H cm
	Assembled Weight	185 lbs/84 kg
	Maximum Capacity	300 lbs/136 kg

Air Products/Upper Cycles:



Airdyne

*original, best selling quadrilateral exerciser

\$ 699

UNIVERSAL AIR FORCE

*quadrilateral exerciser

*horizontal and vertical seat adjustment

*padded seat back

*oversize foot pegs for upper body exercise



\$749

UBE174 Upper Body Ergometer

\$2999

*height adjustable, removable seat with full back support

*“On the fly” Bi-directional resistance

*length adjustable crank arms

*height adjustable mechanism allows seated, standing or overhead position

*500 pound user capacity- nine gauge steel construction

*neutral position handles

*Magnatech™ resistance requires no minimum RPM, electrical power

LCD displays elapsed time, time remaining, watts, resistance level, RPM, MPH, heart rate, target heart rate

*ADA compliant- meets and exceeds standards set by U.S. Department of Justice, Americans with Disabilities Act.

*ships fully assembled- made in the USA

*full institutional warranty- lifetime frame, two years parts/labor

*With optional HR transmitter



MULTI GYMS



Nautilus NS4000

\$7299

*Four stack with extended adjustment leg press....doesn't require extreme knee flexion as in other multi-stations

*Seated leg extension and prone bi-lateral leg curl...leg curl avoids knee hyperextension common in other multi-function devices

*True shoulder press and bench press combination...proprietary adjustment mechanism allows true, seated shoulder presses with full back support

*Dual hi and low pulley stations.....allow unilateral or bi lateral full motion lat exercise without craning of the neck

*Fully enclosed weight stacks.....enhance safety and appearance

*Pec deck with adjustable arms..... allows pec and rear delt exercise with full back support

*Oversized, molded foam seats and back supports



Nautilus 2ST MEDICAL SPECIALTY PRODUCTS

- Include start point ROM limits with soft stops AND Nautilus “moving cam” technology..

Seated Leg Curl	\$4889	Leg Press with lift 6"	\$7999
Triceps Press	\$4499	Leg Extension	\$4899
Compound Row	\$4499		
Low Back	\$5299	4 way neck	\$3899

Goniometric Terminal ROM available for \$299 more

- * Lightened counter-balanced weight stacks with 1 pound increment changes facilitate documentation of slight strength gains and allow acute rehabilitation phase utilization
- * Hydraulic assist seat and back adjustments with reproducible increment markings allow patient positioning from the exercise position
- * Independent, converging movement arms on many machines provide reciprocal exercise possibilities, and functional movement patterns.
- * Tethered, magnetic weight pins insure positive locking and user accessibility from the exercise position
- * Lightweight stack- first seven plates are 3.3 pounds; remaining plates 10 pounds customize machines to accommodate the frailest individuals.
- * Fully enclosed weight stacks and mechanisms improve safety and aesthetics
- * Kevlar belt drive system provides smooth operation and optimum safety
- * Legendary Nautilus cam system is designed to match resistance curve to strength curve on every machine-insures proper muscle loading throughout the range of motion.
- * Oversized, easily accessible padded seats and full back and neck support increase patient comfort and confidence.
- * Compound/Complex machines feature patented four bar linkage system, minimizing spinal compression and providing appropriate resistance throughout the range of motion.



Nautilus NITRO selectorized equipment \$3199-\$4899

Nautilus NITRO is the rehab line to consider if space and budgets are restricted., the NITRO line compares favorably against virtually every other machine manufacture....with the added bonus of the Nautilus name and reputation for quality and innovation.

- * Counterbalanced weight stacks with five-pound increment changes allow acute patient utilization and enhanced improvement documentation
- * EZ-Glide seat and back adjustments allow infinite full range positioning insuring accurate axis of rotation alignment
- * Converging movement arms on many machines provide functional movement patterns.
- * Tethered weight pins insure positive locking and user accessibility from the exercise position
- * Kevlar belt drive system provides smooth operation and optimum safety
- * Legendary Nautilus cam and patented four bar linkage system is designed to match resistance curve to strength curve on every machine-insures proper muscle loading throughout the range of motion.
- * Oversized, easily accessible padded seats and full back and neck support increase patient comfort and confidence.
- * Abdominal and back machines feature patented four bar linkage system, minimizing spinal compression throughout the range of motion
- * Compact design maximizes square footage and allows closer positioning of machines

NAUTILUS NITRO PLUS

All the features of NITRO with the addition of fully enclosed weight stacks, accessory trays, and molded two-tone upholstery.

Nautilus STUDIO Line \$2399-\$3299

- *Kevlar belt drive
- *fully enclosed weight stacks
- *light starting weights
- *magnetized and tethered selector pins
- *five pound weight increments
- *Nautilus cams and four bar linkage variable resistance
- *manufactured in the USA and shipped on Nautilus trucks
- *priced around \$2400....

Med-Fit Medical Selectorized Pricing/Products Guide

Product	NITRO	HOIST HD/HS	STUDIO	MED2ST
Abdominal	\$3299	\$1999	\$2399	8
Hip Ad/Ab	\$3499	\$2399	\$2399 N/A	13
Biceps Curl (uni)	\$3199	N/A	N/A N/A	
Preacher Curl	\$3199	N/A	\$2399 N/A	
Compound (mid) Row	\$3599	\$2399	\$2399 \$4499	6
4 Way Neck	N/A	\$2399	N/A \$3899	12
Incline Press	\$3499	\$2399&	N/A	
Lat Pull	\$3599	\$2899	\$2399 N/A	**5
Lateral Raise	\$3299	\$2399	\$2399	
Leg Extension	\$3199	\$2999^	\$2399 \$4899	2
Leg Press	\$4699	\$3499	\$3299 \$6999	1
Lower back	\$3399	\$2399	\$2399 \$5299	8
Overhead(military) Press	\$3499	N/A	\$2399	*10
Pec Fly	\$3599	N/A	\$2399	
Prone Leg Curl	\$3199	N/A	\$2399	
Pullover	\$3499	N/A	N/A	15
Rear Delt/Fly	\$3599	\$2399	N/A N/A	9
Rotary Torso	\$3399	\$2399	N/A	
Seated Dip (Tri Press)	\$3199	N/A	\$2399 \$4499	11*#
Seated Leg Curl	\$3399	\$2999	\$2399 \$4889	3
Triceps Extension	\$3299	N/A	N/A	
Vertical Chest	\$3499	\$2399&	\$2399	*7
Gravitron (Dip/Chin)	\$3199	\$2399^	N/A N/A	
Adjustable Pulley	N/A	\$1899	N/A N/A	4
Dual, Articulating Pulley	\$3999	Freedom Trainer)	N/A N/A	4
Seated Calf	\$3199		\$2399 N/A	
Multi (total) Hip	N/A	\$2899	N/A N/A	13

Far Margin-Top 15 items by rank

**Cable design*#Assisted living, senior facilities elevate to # 3 or #4, &- Multi Chest
.^ Dual Function



Nautilus Application of patented 4-Bar Linkages

Nautilus features the patented 4 bar linkage in all its compound/complex movement machines. Unlike rotary pattern movements, whose strengths curves can be mimicked with an elliptical cam, movements such as leg press and low back extension require a MARKED increase in resistance to compensate for mechanical advantage and gravity.

Why is this so critical in rehab?

Let's examine a couple machine designs common in the rehabilitation arena.

LOW BACK

Most back extension machines posture a patient in flexion, under load, then require a patient to move backwards into full extension. Let's examine this movement:

Resistance (approximately)

100% 75% 50%

full extension torso neutral starting in flexion



In flexion, the patient is required to overcome their own torso weight, the weight of the lever arm, and whatever weight is chosen on the weight stack...all while attempting to maintain lordosis and avoid further back trauma. When the patient achieves an upright-seated position, the gravity load on the torso and lever arm are mitigated, and when the patient moves beyond the seated posture, he achieves a gravity assist of torso and lever arm weight. So, most back extension machines can only be loaded with a weight that can be tolerated at the beginning, weakest point in the ROM, and provides virtually no resistance in the seated and extended portion of the exercise.

The Nautilus back extension utilizes the ***patented four-bar-linkage system*** to vary the load inversely, i.e., less resistance in the flexed position, and greater in the extended, insuring safe initial loads and ideal full ROM resistance.

Back devices with ROM limits allow the therapist to choose the degree of flexion in which to start a patient. However, the pull pin and cam design competitors use make no provision for start point weakness, and may position the patients starting flexion position at the most demanding position on the cam. Nautilus' patented "moving cam" technology moves the start point AND linkage into the chosen degree of flexion, insuring proper variable resistance and increasing safety.

LEG PRESS

Most manufacturers have gone from the old, sled style supine leg press to a semi recumbent, seated leg press, and with good reason. The older horizontal leg presses required a patient to transfer all the weight through the spine, thereby limiting the amount of quadriceps and gluteus work to the poundage tolerated by spine. Patients with shoulder, cervical, thoracic or lumbar problems could exacerbate.

The old seated leg press design wasn't much better, as combining high degree of knee flexion with the seated position encouraged a pelvic tilt, and could not be utilized by obese patients. The modern incarnation of the seated leg press allows adjustment of the backrest, in Nautilus' case, from 125 to 155 degrees, allowing clinicians to fine tune knee/hip angle. In addition, the new leg presses from Nautilus incorporate the patented four bar linkage variable resistance system.

Patients are weakest in the highest degree of knee flexion, and strongest in full extension-I like to illustrate by asking a client to achieve and maintain a 90-degree knee angle squatted position.....it is very difficult. Yet, when you stand, even though you are using the same musculature, the mechanical advantage requires much less muscle strength or tension to maintain. Same is true with a leg press.

The Nautilus leg presses use a ***four-bar-linkage system*** that mimics the remarkable change in force output through this flexion to extension phase..An elliptical cam, used by most competitors' leg presses, cannot achieve this demonstrable force output variation. So you either overload the start point, (causing pelvic tilt) or under load 80% of the exercise motion

Resistance (approximately)

100% 75% 50%

(full extension, midpoint, 90 degree knee flexion)



STARTING WEIGHTS FOR NAUTILUS SINGLE STATIONS:
NAUTILUS 2ST, Nitro, Nitro *approximate WITH
PLUS aluminum top plates.

Machine Name	NITRO/NITRO PLUS	2ST
Abductor/Adductor	ABduction - 2 lbs/ ADduction - 3 lbs	
Abdominal	2 lbs	
Biceps Curl	6 lbs / Arm	
Calf Flex	24 lbs	
Compound Row	13 lbs	7 LBS
Gravitron	3 lbs	
Incline Press	20 lbs	
Lat Pull	3 lbs	
Lateral Raise	5 lbs / Arm	
Leg Extension	13 lbs	5 LBS
Leg Press	20 lbs	60 LBS
Lower Back	5 lbs	5 LBS
Overhead Press	13 lbs	
Pec Fly	4 lbs	
Preacher Biceps Curl	5 lbs	
Prone Leg Curl	6 lbs	
Rear Delt/Pec Fly	Rear Delt - 6 lbs / Pec Fly 8 lbs	
Rotary Torso	10 lbs	
Seated Dip	4 lbs	6 LBS
Seated Leg Curl	7 lbs	6 LBS
Super Pullover	8 lbs	
Triceps Extension(3 lbs / Arm	
V Triceps Extension	4 lbs	
Vertical Chest	8 lbs	
Four Way Neck		4 LBS
Hip Extension		

Machines vary, please confirm with hand dynamometer.

NAUTILUS NS4000 and S 9/12 STARTING WEIGHTS

These starting weights were determined by using a calibrated Jaymar hand dynamometer, and/or a Taylor #3025 strain gauge and recording the force required to initiate movement of the weight stack. Results may differ slightly from machine to machine due to guide rod and pulley impedance variations.

	NS 4000	S 9/12
Lower Dual Pulley	1 pound	3 pound
Pec/Rear Delt	6 pounds	12 pounds
Leg Press	20 pounds	30 pounds
Ab Crunch	10 pounds	20 pounds
Leg Extension	20 pounds	20 pounds
Prone Leg Curl	20 pounds	20 pounds
Chest press	20 pounds	20 pounds
Shoulder Press	20 pounds	20 pounds
Mid Row	15 pounds	n/a
High Pulley	3 pounds	5 pounds

Please compare these starting weights, as well as features to other multi-stations. Nautilus features some of the lowest starting weights in the industry, CRITICAL in rehabilitation and senior environments.



Strength products guide

This guide provides a generic overview of the three selectorized strength lines from Nautilus. Individual machines features may be examined via our literature, CD ROM catalogue, or Website. Use in conjunction with the Selectorized Pricing/Products guide for availability.

	BEST 2ST	BETTER-NITRO	GOOD-STUDIO
<u>Increments</u>	1 LB selectorized	5 LB selectorized	5 LB Drop Down
<u>Seat and Back</u>	Infinite Hydraulic	EZ Glide Friction	Pull Pin
<u>Shielding</u>	Full mechanisms	Partial Weight	Full Weight
<u>Upper body Function</u>	Converging Axis independent reciprical	Converging	Linear
<u>ROM Limits</u>	Goniometric Start/Stop	None	None
<u>Back and Neck Support</u>	Full on Applicable	Full on Applicable	Some Models
<u>Patient Stabilization</u>	Seat Belts/Applicable	Seat Belts	No Belts
<u>Product Line</u>	7 Specialty	24 Machines	14 machines
<u>Adjustability (Leg Press)</u>	Knee Flexion/ Hip/Knee angle	Knee Flex/Hip/Knee	Knee Flexion
<u>Componentry (Main Bearings)</u>	Pillow Block	Pillow Block/Oilite	Primarily Oilite

Nautilus NITRO PLUS adds fully enclosed weight stacks, accessory tray, and two-tone molded upholstery



HOIST ROCKIT Line

\$3000+

- *eight piece multi movement line
- *requires core stabilization and proprioceptive reactions
- *combines body weight and weight stack movements
- *full back and neck support on all applicable devices



HOIST HS singles and HD Duals

\$1699-\$4799

- *inexpensive, high quality dual function machines
- *can be attached to form custom multi-stations
- **easy ingress/egress
- *"lift and lock" seat and back adjustments with increment markings
- *accommodating tibia pads on leg stations
- *most weight changes can be made from exercise position
- *double wrapped upholstery on major wear areas
- *kevlar belt drive with enclosed pulley wheels
- *rubber hand grips with aluminum caps
- *weight stack safety enclosures standard
- *great seated leg press, Multi-hip, chest press/mid row, hip ad/ab combination
- *help lower over-all bid prices
- *can be shipped boxed or assembled

Youth Exercise



Hoist KL Line

\$24,449

- *sized for children ages 8-15 years old
- *ideal for cerebral palsy facilities/pediatric hospital and rehab clinics
- *compound/complex movements minimize joint stress
- *lightened and counterbalanced weight stacks
- *small footprint and built in mobility casters
- *video instructions for pediatric exercise include

Pulleys and other Strength



Nautilus Freedom Trainer

\$3999

- *horizontal and vertically adjustable pulley system- more adjustment positions (10 horizontal, 10 vertical) than competition
- *included iliac crest belt allows lower extremity exercise without transferring weight through the spine
- *standard four foot rotating aluminum bar option facilitates wide grip bi-lateral and compound/complex movements
- *adjustable D-handles can be positioned over ankles, elbows, wrists, and used with patient with grip strength impairment
- *standard foot/ankle harness allows complex hip/knee patterns
- *four to one cabling allows sports specific emulation
- *arms adjust independently in either plane
- *nearly twenty feet of cable travel
- *open stack design allows easy placement of 2.5 pound add on weights
- *demonstration video included on our Med-Fit CD ROM
- *competes directly with Cybex FT-360, with \$4595 list

Many of you have queried as to how we differentiate the Freedom Trainer from the other articulating arm devices available. WELL,

- 1) Medical weight stacks lower starting resistance to 2.5 pounds.
- 2) Nautilus 2.5 pound add on weights, combined with the 4/1 pulley system, allow 2/3 pound increment changes!
- 3) **The standard iliac crest belt, 42" rotating aluminum bilateral bar, and new foot/ankle harness TRIPLES the versatility of the machine**

A new competitor.....

The new, compressed air (Keiser) pulley systems tout their absence of ballistics as the main reason for purchasing their pulleys. However, the Nautilus FT, with a 4/1 pulley configuration, allows nearly 40 meters/sec(4 times the 9.807 meters/sec required for ballistics) of acceleration- well beyond the speed of most sports activities. The limiting factor at this speed is CABLE ballistics...which neither Keiser nor we can address.

The Freedom Trainer is less expensive, more versatile, and ships on Nautilus trucks!



Hoist Compact Cable Crossover HD-1900 \$2999

- *new, dual weight stack adjustable pulley system
- *maximum versatility - two patients may utilize concurrently
- *one hand adjustment mechanism
- *one and one quarter pound resistance weights included
- * full complement of unilateral and bi-lateral handles



LAMAR Tech Tower \$2999

- Low starting weight
- Fixed position double low pulleys
- 1:2 weight ratio for adjustable cable arms
- Height adjustable middle pulley
- Weighted chin assist station
- Articulating adjustable arms allow for an extensive range of exercises and movements
- Large V-groove pulleys permit a smooth continuous cable motion
- Reproducable angle adjustments with stamped numbers
- Attachments include: ankle straps, triceps rope, 2D-ring ergonomic straps and swivel bar
- Quick snap-in terminal for adjustable hand straps
- Compact design and small footprint
- Raised base for stability
- Slide-thru bay for bench to be inserted into unit
- Multi-optional receiver for additional add-ons
- Good alternative to limited featured Free Motion pulley



LAMAR LS 543 Functional Trainer

- Compact Design
- Floating / lock positions for swivel pin on arms
- 1:2 weight ratio
- Low starting weight
- Hooks to hold added attachments
- C-clamps to hold lat bar when not in use
- Adjustable vertical towers offer multiple exercise options
- Pull up bar w/multiple hand angle positions
- Oversized pull pins
- Wrap around end caps

SKU# 0054305	
Frame:	11 gauge tubing
Dimensions:	Assembled: 42"L x 48"W x 84"H
Weight:	540 lbs

Note: Some Assembly Required

HOIST PTS Smith System

\$1999+

*Patented dual horizontal and vertical movement

*Linear bearing support provide safety

*floating bar minimizes joint impingement

+wide variety of exercises may be performed safely



Hoist HS 1175

\$1899

*angled carriage arm allows lat pull exercise without booms

*oversized patient support handles

*one hand angle adjustment mechanism

*two to one cabling allows higher speed exercise

*ankle attachment, d-handle and bilateral bar included

*under \$2000

Wheel Chair Accessible*



Hur Easy Access (EA) Line

\$3499-\$5299

*complete line of wheelchair accessible strength stations

*smooth, air powered resistance has zero starting weights, one pound increment changes/ may qualify for substantial tax credits

*attractive design complements any décor

*no exposed pistons, pulleys, weight stacks, etc.

* no real competition/*both dual and single function devices available

Hoggan UBE 174

\$2999

*see upper cycles

Nautilus Freedom Trainer

\$3599

*see pulley systems

Bowflex™ VersaTrainer Wheelchair Exercise

\$1699

Versatrainer®



The Versatrainer® has proven itself to be an essential tool in hospitals, universities and physical therapy centers around the world.

The Versatrainer uses the same Power Rod® Resistance as our famous Bowflex Power Pro and allows for more than 34 different exercises. It comes standard with 210 pounds of resistance and can be upgraded to 310 or 410 pounds!

A lap belt, tie-downs and training manual come with the unit so you can immediately begin working out independently. Options such as an adjustable bench and Quad Cuffs are also available.



ATC Products

*power racks and stands designed for athletic use

*integrated wooden floors and lifting platforms

*multiple configurations available

Miscellaneous



\$2399

Performance Trainer

*more versatile than the Total Gym

*21 gravity resistance levels

*four additional "Shuttle" type resistance bands

*plyometric trampoline style and traditional footplates

*detailed exercise video

Performance Trainer Resistance Approximation Grid

Level setting	Patient Weight					resistance/lbs
	100	150	200	250	300	
1	6	9	12	15	20	
2	9	13.5	18	22.5	29	
3	12	18	24	30	36	
4	15	22.5	30	37.5	45	
5	18	27	36	45	54	
6	21	30.5	42	52.5	63	
7	24	36	48	60	72	
8	27	40.5	54	67.5	81	
9	30	45	60	75	90	
10	33	49.5	66	82.5	99	
11	36	54	72	90	108	
12	39	58.5	78	97.5	117	
13	42	63	84	105	126	
14	45	67.5	90	112.5	135	
15	48	72	96	120	144	
16	51	55.5	102	127.5	153	
17	54	60	108	135	162	
18	57	64.5	114	142.5	171	
19	60	69	120	150	180	
20	63	73.5	126	157.5	189	
21	66	78	132	165	198	

Resistances do not consider resistance/Plyometric band use, which add approximately 5 pounds resistance per band. Calculations do not consider add on weight plates, which could be calculated as body weight.

All resistance figures are approximate, and should be checked with a dynamometer or strain gauge.



\$5309

PT 7000 Step Mill

*AKA the "gauntlet"

*StairMaster's original rotating staircase design

*Very aggressive cardio challenge- utilized by many fire departments



\$999-1299

Schwinn IC group cycle

*new style bikes feature forward and reverse resistance

**elite" models feature free wheel option

*ideal for hospital wellness centers/gyms

*Schwinn will help close the deal- register leads with Med-Fit



\$779-283 9

Nautilus XP Plate Loaded

* competes with Hammer Strength (Life Fitness)

*allows independent loading of involved/un-involved limbs

*plate loads with standard Olympic plates (Hampton)



Nautilus Selectech Dumbbells

*5 to 52.5 pound dumbbells with 2.5 pound increments

*patented design features five year plate, two year parts warranty

*asymmetrical loading capabilities

*Dumbbell Set \$399

*Stand \$139

BALANCE

SportKAT 550 - \$895

- ❖ Lightweight and portable (12 lbs.)
- ❖ Variable stability platform
- ❖ Hand pump
- ❖ Bladder stand
- ❖ Pressure gauge



SportKAT 650 - \$5,995

- ❖ Computerized version of model 550
- ❖ Testing and training modes
- ❖ Maze and quick screening mode
- ❖ 17 Hz Data system
- ❖ KATWIN software

SportKAT 1250 - \$3,995

- ❖ Variable stability platform with rail system
- ❖ Microprocessor controlled inflation/deflation
- ❖ Quiet pump
- ❖ Pressure gauge
- ❖ Bladder base

SportKAT 1700 - \$9,995

- ❖ Computerized version of model 1250
- ❖ Testing and training modes
- ❖ Maze and quick screening modes
- ❖ 17 Hz Data system
- ❖ KATWIN software

SportKAT 1750 - \$11,995

- ❖ Same as model 1750 with customized arm and tray for computer

SportKAT 4000 - \$14,995

- ❖ Same as model 1750 plus WiFi computer system

Korebalance - \$18,995

- ❖ Fully integrated computerized balance system
- ❖ Balance assessment and training
- ❖ Interactive 3-D software games augment training
- ❖ Dual core computer
- ❖ Adjustable 17" touch screen interface
- ❖ 100 Hz Data system
- ❖ Patented pneumatic pressure system
- ❖ Ergonomic handlebars
- ❖ Data analysis and results measurements

Business Management”



Are you aware of the remarkable cash flow improvement and tax strategies that are available to help you fund your practices growth?

Private practitioners and some corporate entities may take advantage of the following programs:

Jobs and Growth reconciliation act of 2003

In a nutshell, the Jobs and Growth Tax Relief Reconciliation Act (JGTRRA) permits business' to immediately expense and deduct up to \$108,000 in capital purchases a year (dollar amount for 2008 will be indexed for inflation). Previous to passage, the maximum was \$25,000. The tax law continues through calendar year 2009.

Let's examine what this means to you in real dollars. Example does not consider additional state tax deductions!!

Calendar year 2007

Income	\$350,000
Maximum allowable capital purchase deduction	\$108,000
Tax saving on income reduced by \$108,000 (35% Fed)	\$37,800
Maximum same year tax savings under old law	\$8,750
Net same year savings	\$29,050

Leased equipment qualifies as well! For example, a \$60,000 lease, even though amortized and paid over five years, will qualify for a \$60,000 same year tax deduction (provided there is a buyout at the end of the lease)!

If you are considering expansion, updating older equipment, starting a new practice, or just trying to reduce income, NOW is the time to buy.



Combining the accelerated tax deductions with product qualifying for the Disabled Access Credit (IRS form 8826- click here for PDF copy and instructions) will REALLY improve your purchasing power, as disabled access equipment (Nautilus Freedom Trainer, ACCESStrainer, Schwinn Windjammer, HUR Easy Access line) carries a 50% tax CREDIT to qualified facilities, up to \$10,500 per year.

Example:

Nautilus Freedom Trainer	\$3699
Med-Fit UBE174	\$2999
2ST Triceps Dip	\$4199
Total	\$10897
Less 50% tax credit (\$10,000 Max)	\$5000
Plus 35% same year tax savings on balance	\$2063
Net Cost	<u>\$3834</u>

Do you own all or part of your building?



Cost segregation engineering may help you accelerate your depreciation, improving cash flow and lowering tax burden!

Simply stated, this is an *alternative method of depreciation* that allows commercial property owners to **Dramatically Reduce Their Taxes** under established IRS Rules and Guidelines.

To date this has been done by the Big 4 Accounting Firms for very large clients and has been underutilized and cost prohibitive for the commercial property owner w/a cost basis under 25 million. Chances are if you ask people if they have heard of or completed Cost Segregation on their properties, you will get plenty of "what's that" ???.

The application first gained prominence in 1997 after the Hospital Corporation of America won an \$800 Million Dollar case against the IRS. (Detail in the attachments and CD). This ruling, in favor of HCA, "platformed" cost segregation engineering as a bonafide & allowable strategy providing specified criteria are met. Cost Segregation Services engineers were tasked to create the initial methodology for the application of cost seg and have arrived @ a "modeling" template that permits for an efficient, economical application for the "smaller" (less than 100M) commercial property owner. The firm has completed over 1,000 successful engagements, is highly respected, and works within the rules to maximize tax savings benefits for clients. The target market is the commercial property owner w/ assets in the 500K to 25M range.

Here's an example for a California building owner with a value of \$800,000:

FALLBROOK COMMERCIAL BUILDING- ACCELLERATED COST SEGMENTATION

PHASE I: Preliminary Analysis and Identification

Building Cost (less land value) \$ **640,000**

Date Acquired August 2006

Tax Year: **2006** **2007** **2009**

Current Method

Accumulated Depreciation Reported						
39 year straight line method	\$	6,163	\$	22,573	\$	55,392

Alternative Method

Cost Segregation Study Depreciation

5 yr.	\$	21,334	\$	64,000	\$	104,960
15 yr.	\$	1,867	\$	6,160	\$	13,502
39 yr.	\$	4,499	\$	16,478	\$	40,436
Total	\$	27,700	\$	86,638	\$	158,898

Results for Tax Year:	2006	2007	2009
Increased Depreciation Expense	\$ 21,537	\$ 64,065	\$ 103,506
Tax Rate (estimated- with CA)	45%	45%	45%
Tax Savings Benefit (cumulative)	\$ 9,691	\$ 28,829	\$ 46,577

HUH???

Let's examine how combining these strategies may benefit your situation:

HYPOTHETICAL

Federal Tax liability (35%) Taxable income

Medical practitioner earns	\$300,000
	\$105,000

Purchases \$100,000 worth of equipment (Leasing equipment provides even greater cash flow results)	\$200,000
---	------------------

\$70,000

Purchases \$10,000 ADA qualified equipment (\$5000 tax credit) (part of above purchase)	\$65,000
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Owns building

Worth \$1,000,000- 7 year ave depreciation (less \$142,857) Vs. 39.5 years (\$25,316)
--

Tax at 30% due to reduced income	\$17,145	<u>\$57,153</u>
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Get it? Your tax liability has changed, yet your cash flow is improved! You still MADE \$300,000, yet your purchase and depreciation mitigated much of the income, providing revenue for growth or investment.

If you are interested in further information, please e-mail us, as we are NOT tax/leasing/cost engineering professionals, but we can provide contacts to professionals well versed in the above programs.

We always recommend you check with your tax advisor to the veracity of these examples, and for other qualifying programs.

Tax Relief Work Sheet

Jobs and Growth Tax Relief Reconciliation Act of 2003

PURCHASE or LEASE AMOUNT (up to \$108,000) _____

Federal and State Tax % (combined) $\times \bullet$ _____

Same Year Tax Savings $=$ _____

Disabled Access Credit (IRS Form 8826)

Qualifying products must be wheelchair accessible

Purchase Price (up to \$10,500) _____

Federal Tax Credit $\times \underline{.50}$

Total Savings _____

MEDICAL LIABILITY INSURANCE

We recently renewed our medical liability insurance, with which we name many of our dealers as secondary insured.

The cost of entry is high, yet the protection is invaluable.

Assuming you also carry medical liability insurance, may I suggest that you ask your customers to request proof of such coverage from their vendors, particularly fitness equipment retailers and reps. My guess is that most fitness retailers and representatives DO NOT carry this insurance, and thus subject the practitioner to potential liability.

May I also suggest that you provide proof of medical products liability insurance to your hospital purchasing agents. It may help sway sales in your direction, all other things being equal.

We do provide secondary insured certificates for our best dealers. Please let us know if you would like to discuss further.

LEASE QUALITY! **Nautilus**

Most of you acknowledge that there are HUGE differences in features/benefits between the industry leaders (Nautilus, Cybex, Life Fitness) and the “price leaders” (Pro-Maxima, Body Solid, Quantum).

What you may not be aware of is *how LITTLE it costs to procure equipment that can be used earlier in rehab, can document slight improvements, offers proven bio mechanics, unsurpassed patient safety and undeniable referral recognition!*

Let's use this example- Nautilus NITRO vs. ProMaxima.

ProMaxima*

Low back P-128	\$1995
Shoulder Press P-105	\$1995
Abdominal P-132	\$1995
Leg Press P-140	\$3070
Leg Extension P-145	\$2080

TOTAL \$11135

Five Year Lease \$284
 Purchase year \$3897
 tax deduction
 (35% Federal Only)

Nautilus

NITRO Low Back	\$3599
NITRO Overhead Press	\$3599
NITRO Abdominal	\$3499
NITRO Leg Press	\$4899
NITRO Leg Ex	\$3299

\$18895

\$465
 \$6613

Net 1st year cost -\$621 -\$1033

Per month -this example assumes that the lease is initiated in January and twelve payments are made. Looks even better with lease initiated later in the year, and if your state participates!.

Pretty amazing stuff! Free equipment! And Nautilus helps BUILD your practice and referral base with features others don't offer!

IT MAKES CENTS TO SELL QUALITY! (*comparison made with best information available)

This example depicts first year savings when leasing Quality equipment vs. inexpensive. This example can be used with any equipment you sell....although it works best with Med-Fit!

If we stretch out to five years, factoring in the lease interest deduction, it still looks positive for the Nautilus purchase. And this doesn't factor in the intangibles like more patient treatments due to lighter starting weights of Nautilus, more referrals because of better results and name recognition, less injuries/re-injuries due to proper biomechanics, *greater resale value at the end of the lease period*, and delivery and setup by Nautilus employees on Nautilus trucks!

Please ask your clients to consider the RESALE value of their equipment IF and WHEN they decide to sell.

SUBTRACTING THE RESIDUAL VALUE OF PURCHASING NAUTILUS AND STAIRMASTER PRODUCTS MAKE THEM CONSIDERABLY LESS EXPENSIVE THAN LESSER KNOWN BRANDS...WITH SUPERIOR REHAB FEATURES!

Ex:

	Retail New	approximate 5 yr value	Real Cost
Nautilus Nitro Leg Ex	\$2939	\$1340	\$1599
Quantum Leg Ex	\$2585	\$500?	\$2085
StairMaster 4600PT with rails	\$3399	\$1800	\$1599
Sci-Fit TC1000	\$2795	\$1000?	\$1795

The NET cost of quality, institutionally warranted, and internationally recognized equipment is actually LESS than inferior brands!